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62.13

Wholesale Trade List 1913

ROSES CHRYSANTHEMUMS

U.S. Department of Agriculture
Washington, D.C.

PALMS
AND
FERNS

CARNATIONS

MILADY

BEDDING STOCK

A. N. PIERSON, INC.
CROMWELL,
CONNECTICUT

1872

A. N. PIERSON

"Those who conduct business enterprises know by experience that while it is hardest to win the most exacting customers, yet once won, these bring many others who know that where they go it is safe to follow."

(From Century.)

The above quotation represents one of the vital reasons which accounts for the growth of this place. From a small beginning in 1872 the business has increased to its present size—approximately 1,000,000 feet of glass, with three hundred and fifty employees and a list of regular customers that are the best firms in American Floriculture. We appreciate these older customers and welcome additions to the list.

A. N. PIERSON, INC.

(Incorporated 1908)

1913

Please Note



THIS List cancels all previous quotations.

All claims of whatsoever nature must be reported on receipt of goods, otherwise they will not be considered.

Orders will be filled strictly in rotation.

Visitors are always welcome to inspect our stock.

Printed Stationery. The use of printed stationery by Florists as a protection to themselves is desirable. If it is not used the purchaser should state clearly his position. This catalogue is a Wholesale Trade List. We do not desire or solicit orders at these prices from parties not in the trade. We issue a Retail Catalogue which will be sent on application.

On articles offered in our Retail Catalogue and not offered in this Wholesale Catalogue we will allow a discount to parties in the trade.

Guarantee of Safe Delivery. By our careful and thorough system of packing we **guarantee safe delivery** of plants and perishable goods when ordered to be sent by **express**, and we always ship this way unless we have positive instructions to the contrary; and when sent in any other way are solely at purchaser's risk.

Damaged Goods. When goods are received in worthless condition, refuse them. When partially damaged, sign for them as received in damaged condition after they have been inspected by the Express Agent. Notify us of the damage and we will make good your loss and collect same from the Express Company.

Terms of Business. Unknown correspondents desiring to open an account will please furnish three references to parties in the trade with whom they have had credit relations, otherwise cash must accompany order.

Cash Discount. To customers of approved credit, when payment is made within ten days from the date of the invoice, a discount of two per cent. will be allowed on plants or cuttings, but this rule does not apply to customers carrying open accounts.

C. O. D. Goods desired C. O. D. must be accompanied by a partial remittance to guarantee acceptance.

Packing. No charge is made for boxes or packing, nor for delivery to freight depots or express offices.

Shipping Instructions. In filling out your order always give shipping directions, and write name and address distinctly on each and every order.

Shipments out of pots in closed or crated boxes are billed at 20 per cent. less than the regular merchandise rate. We ship in this manner unless instructed to the contrary.

Adams Express Co. is the only express company at Cromwell, Conn. Our western shipments, when so specified, can be made by us care American Express Co. at Springfield, Mass.

Non-Warranty. We aim to give the best possible service and to ship stock that will be up to our high standard of excellence. We endeavor to keep varieties true to name, but do not guarantee this, nor do we in any way guarantee the success of the grower purchasing the stock offered in this catalogue.



Milady

Milady (*J. B. Clark* × *Richmond*)

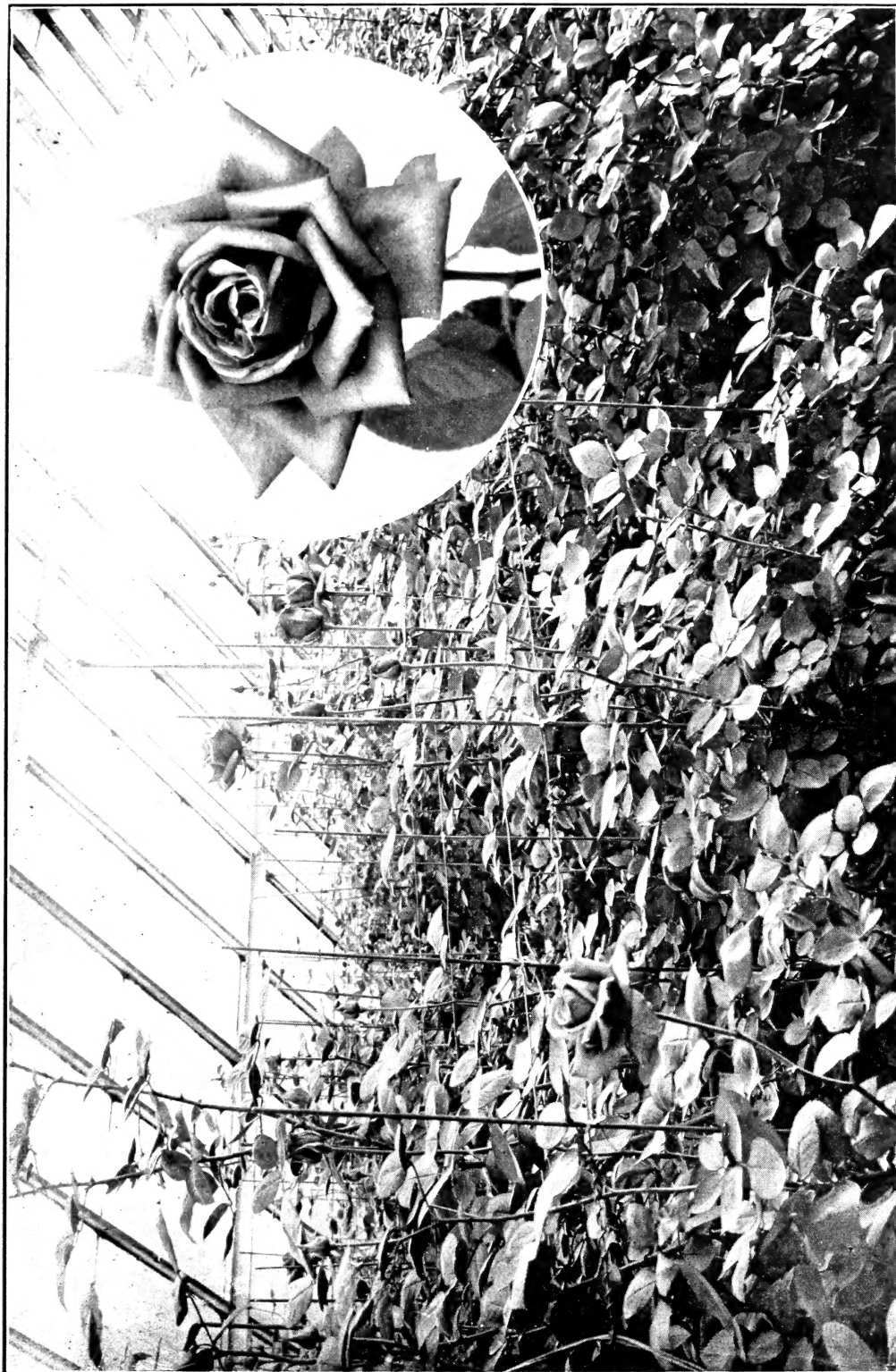
The Rose is a Hybrid Tea, a cross between Richmond and J. B. Clark. The habit of growth is strong and sturdy and foliage excellent. The flower is large and double and opens perfectly at all seasons of the year. In color it is similar to Richmond although richer in color in the bud. In form of flower and fragrance it resembles Gen. Jacqueminot and combines with this excellent color, strong growth, great productiveness and wonderful keeping qualities, which strongly recommend the variety as an excellent forcing Rose.

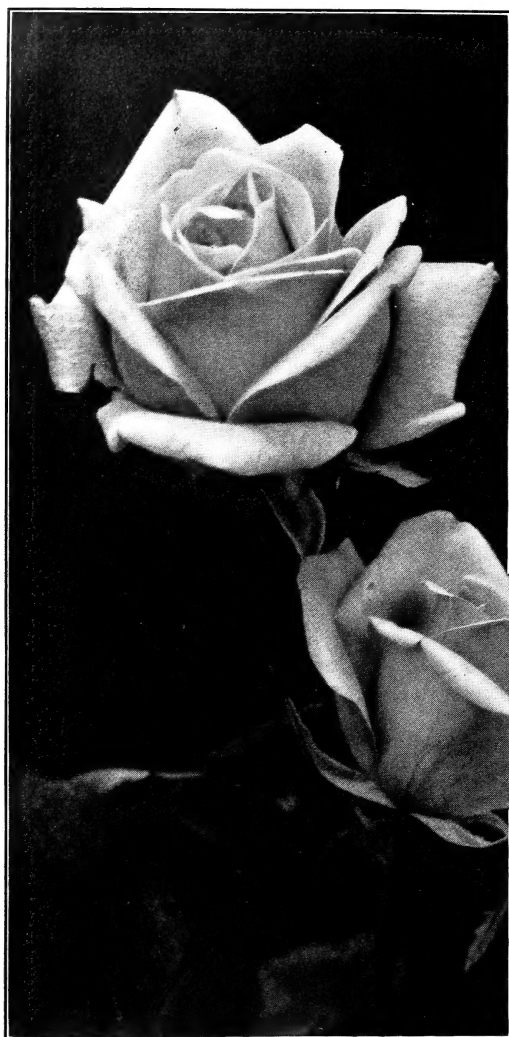
PRICES

Grafted Plants: 50c. each, \$5.00 per doz., \$30.00 per 100, \$250.00 per 1000.

Own Root Plants: 50c. each, \$5.00 per doz., \$30.00 per 100, \$250.00 per 1000.

25 of a variety at the 100 rate; 250 of a variety at the 1000 rate.





Mrs. George Shawyer

Mrs. George Shawyer

(Lowe & Shawyer, Eng., 1911) (C. H. Totty, 1913)

Brilliant rose pink in color. Flowers large, well formed, fairly full; petals of good substance. Growth is tall and stiff and carries heavy leathery foliage. From the point of production and quality of bloom this Rose gives promise of having commercial value and becoming recognized as one of our best forcing Roses.

Grafted Plants: 50c. each, \$5.00 per doz., \$30.00 per 100, \$250.00 per 1000.

Own Root Plants: 50c. each, \$5.00 per doz., \$30.00 per 100, \$250.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

Mrs. Chas. Russell

(Waban Rose Conservatories,
1913)

A strong growing, free-flowering Rose. With one pinching makes stems four to five feet in length. The foliage is heavy and leathery, inclined to slightly curl on the older wood, is almost mildew proof and never drops the leaves. The bud is fully as large as American Beauty but longer and pointed and opens into a flower of unusual beauty. The color is a bright rose pink, deeper toward the center. Is a remarkable keeper and shipper.

PRICES

Grafted Plants, 2¼-inch: \$7.50
per doz., \$35.00 per 100, \$82.50
per 250, \$150.00 per 500, \$300.00
per 1000.

Own Root Plants, 2¼-inch: \$6.00
per doz., \$30.00 per 100, \$70.00
per 250, \$125.00 per 500, \$250.00
per 1000.



Mrs. Chas. Russell



Killarney Queen (*Budlong*)

As a fancy pink Rose for the Winter months Killarney Queen stands in a class by itself. It is a cerise pink sport of Killarney, exceptionally strong in growth, with excellent foliage. The petals are larger than the petals of Killarney and for high-grade bloom in the colder months Killarney Queen is without any equal. This variety was disseminated by us last season.

PRICES

Grafted Plants: 30c. each, \$3.00 per doz., \$20.00 per 100, \$150.00 per 1000.
Own Root Plants: 25c. each, \$2.50 per doz., \$12.00 per 100, \$100.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.



Double White Killarney

Double White Killarney *(Budlong)*

Disseminated by us in 1912. It is a sport from the Waban strain of White Killarney with increased petalage and is pure white in color. It comes free from pink in warm weather; has excellent size and substance in Midsummer. In habit of growth it is stronger than White Killarney, with heavier foliage.

PRICES

Grafted Plants: 30c. each, \$3.00 per doz., \$20.00 per 100, \$150.00 per 1000.
Own Root Plants: 25c. each, \$2.50 per doz., \$12.00 per 100, \$100.00 per 1000.

Double Pink Killarney

Similar to Killarney in habit of growth and blooming qualities, but differing in having increase of petalage. Light, even shade of pink in color.

PRICES

Grafted Plants: 20c. each, \$2.00 per doz., \$15.00 per 100, \$120.00 per 1000.
Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

Mrs. Taft (*Antoine Rivoire*)

This variety is a general favorite wherever grown. Its beautifully formed shell-pink blooms, backed by handsome glossy foliage, make it very popular as the variety becomes known. Under a misapprehension owing to a mistaken identification, this variety has been sold as Prince de Bulgarie. Our stock is larger and our predictions have been fulfilled, for the Rose has become one of the most called for varieties of commerce.

PRICES

Grafted Plants: 20c. each,
\$2.00 per doz., \$15.00 per 100,
\$120.00 per 1000.

Own Root Plants: 15c. each,
\$1.50 per doz., \$7.50 per 100,
\$60.00 per 1000.

My Maryland

As a Summer forcing Rose My Maryland reigns supreme. Clear pink in color. Pointed buds, combined with wonderful producing qualities, make this Rose deservedly popular.

PRICES

Grafted Plants: 20c. each, \$2.00 per doz.,
\$15.00 per 100, \$120.00 per 1000.

Own Root Plants: 15c. each, \$1.50 per doz.,
\$10.00 per 100, \$90.00 1000.



My Maryland

Sunburst (*Pernet-Ducher*)

In color, orange copper or golden yellow. Very intense shades and brilliant in coloring. It is a strong-growing variety and belongs in the class with big Roses. The foliage and stem are excellent. Owing to the fact that Sunburst has not been a general success grafted we are offering the variety on its own roots only.

PRICES

Own Root Plants: 30c. each, \$3.00 per doz., \$20.00 per 100, \$150.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

Mrs. Aaron Ward

A general favorite. As a bud, a rich yellow which changes to an exquisite shade of pink as the flower opens. The variety is free growing and easy of culture. As an outside Rose as well as a forcing Rose it is one of the best.

PRICES

Grafted Plants: 20c. each, \$2.00 per doz., \$15.00 per 100, \$120.00 per 1000.

Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

Lady Hillingdon

A very free-blooming variety and very distinct as to color. It might be called a deep copper yellow. The buds are long and pointed, but not heavy. The flower opens beautifully and is far more attractive open than in the bud, owing to the rich color at the heart of the bloom. An excellent variety for forcing.

PRICES

Grafted Plants: 20c. each, \$2.00 per doz., \$15.00 per 100, \$120.00 per 1000.

Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

Melody

A very free-blooming yellow variety. The bud is a rich golden yellow, which changes to a creamy yellow in the open bloom. It is at its best as a Winter bloomer. Own root plants only.

PRICES

Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

Perle des Jardins

One of the old type of yellow forcing Roses. We can supply strong, own-root plants, but we do not graft this variety.

PRICES

Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

Killarney

The most popular forcing Rose that has ever been introduced and without doubt the most profitable Rose ever grown. It is too well known to need description.

	Grafted	Own Root
Each.....	\$0.20	\$0.15
12.....	2.00	1.50
100.....	15.00	7.50
1000.....	120.00	60.00

White Killarney

(Waban Strain)

White Killarney has most successfully advertised itself. Like its parent, the Pink Killarney, it has become one of the most popular Roses grown today. As an all-the-year-round white it has no equal. It has proved all that its best friends ever claimed for it, both in quality and productiveness.

	Grafted	Own Root
Each.....	\$0.20	\$0.15
12.....	2.00	1.50
100.....	15.00	7.50
1000.....	120.00	60.00

Richmond

Clean and strong grower, free bloomer; fine shaped buds borne on stiff stems; color bright rich scarlet crimson.

PRICES

Grafted Plants: 20c. each, \$2.00 per doz., \$15.00 per 100, \$120.00 per 1000.

Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

Radiance

Radiance is very popular with the trade. Deep cerise pink in color. Strong in growth and a good producer. One of the finest Roses for outdoor growing.

PRICES

Grafted Plants: 20c. each, \$2.00 per doz., \$15.00 per 100, \$120.00 per 1000.

Own Root Plants: 15c. each, \$1.50 per doz., \$7.50 per 100, \$60.00 per 1000.

American Beauty

Clean strong stock on their own roots; propagated from two-eye cuttings according to prices below. Three and four inch sizes are for delivery during April, May and June.

	2½-inch	3-inch	4-inch		2½-inch	3-inch	4-inch
Each.....	\$0.15	\$0.20	\$0.25	100.....	\$8.00	\$12.00	\$20.00
12.....	1.50	2.00	2.50	1000.....	75.00	100.00	150.00

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

Older Varieties

In addition to the list of forcing Roses we have already given, we can supply the following list of Roses and will propagate these varieties to order, provided those who require them place their orders before the propagating season is finished.

Bride	Bridesmaid
Bon Silene	Cardinal
Golden Gate	Ivory
Mrs. Jardine	Mme. Hoste
Mrs. Pierpont	Kaiserin Augusta
Morgan	Victoria

PRICES

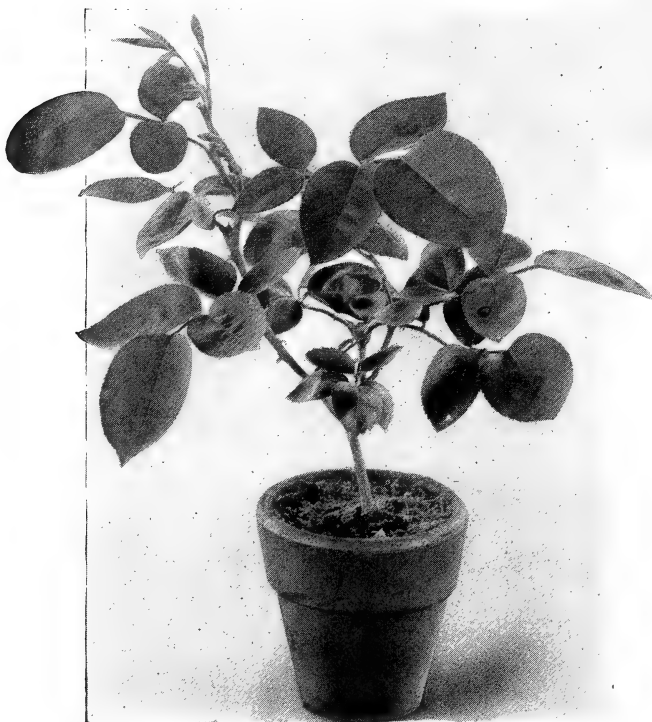
	Grafted	Own Root
Each	\$0.20	\$0.15
12	2.00	1.50
100	15.00	7.50
1000	120.00	60.00

Prices on Sizes Larger than 2¼-in.

On all grafted Rose plants in sizes larger than 2¼-inch, which is the size



Sample Grafted, 2¼-in.



Sample Own Root, 2¼-in.

on which prices are quoted, our prices are as follows :

3-inch, \$1.00 per doz., \$5.00 per 100, \$40.00 per 1000 advance on prices quoted.

4-inch, \$1.50 per doz., \$10.00 per 100, \$80.00 per 1000 advance on prices quoted.

On all varieties of own root Roses catalogued at \$7.50 per 100, \$60.00 per 1000 in larger than 2¼-inch size our price is as follows:

3-inch, \$2.00 per doz., \$10.00 per 100, \$90.00 per 1000.

4-inch, \$2.50 per doz., \$15.00 per 100, \$120.00 per 1000.

Be sure to specify when ordering whether you wish plants grafted or on their own roots.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

Bedding Roses

Madame Ravary. Beautiful orange yellow, medium, nearly full; a first-rate decorative variety.

Harry Kirk. Deep sulphur yellow, passing to a lighter shade at edge of petals. Large, full, perfect form; buds long and elegant. A splendid Rose, flowering freely and continuously; much the best of its color.

Madame Leon Pain. Silvery salmon, center orange yellow, large, full, well formed; free flowering.

Laurent Carle. Brilliant velvety carmine; very large.

Ecarlate. Brilliant scarlet; very floriferous; medium size. Good bedder.

Maman Cochet. Carmine, mingled with salmon yellow; large, full, superb.

White Maman Cochet. A sport from Maman Cochet; superb.

La France. Beautiful bright pink, large, full, fine form; free blooming; very highly perfumed; excellent.

Caroline Testout. Satin rose with brighter center; large, full, very free, sweet; valuable Rose.

Gruss an Teplitz. Brightest scarlet-crimson; very free flowering; useful for pillars; superb.

Lady Alice Stanley. Deep coral rose on outside of petals; inside pale flesh, slightly flushed deeper flesh. Blooms large, full and fragrant. Gold Medal, N. R. S.

Madame Melanie Soupert. Salmon yellow, suffused carmine; large, full, fine.

Madame Jenny Guillemot. Deep saffron yellow; large, free flowering, good.

Miss Cynthia Forde. Deep brilliant rose-pink, shading on the back of the petals to light, rosy pink. Flower large, perfectly formed, very full; free flowering, sweetly perfumed; fine.

Madame P. Euler. Vermilion silvery pink, large, very full; perfect form; fragrant.

Mrs. Wakefield Christie-Miller. Soft, pearly blush, shaded salmon; outside of petal clear vermilion rose; the blooms are of enormous size, loosely built with petals of great size.

Clothilde Soupert. Outer petals pearly white, center rosy; large for its class; very full; exquisite.

Hermosa. An old favorite garden Rose. Blush pink. Very floriferous.

Rhea Reid. Red. Very full. An excellent bedder.

General MacArthur. Bright crimson; large, full, free flowering; highly perfumed; very fine.

PRICES

Own Root Plants from 3-inch pots: 20c. each, \$2.00 per doz., \$10.00 per 100.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.



Benora

Carnations

ROSETTE (*Dorner 1912*)

A dark pink Carnation, darker than Rose Pink Enchantress and much brighter pink than Lawson. Flower large size, full and deep; calyx perfect. Strong, healthy, clean-growing plant. Our stock is large and in excellent condition. We expect to be able to take care of our orders on this variety.

ST. NICHOLAS

Is a nicely formed flower; very bright scarlet in color. In plant the variety is free growing and gives promise of great productiveness.

BENORA (*Fisher*)

The best variegated ever introduced. It is also extremely free. Flower large, full, and of perfect form. Color cream white, beautifully penciled with bright red; stem long and wiry, with narrow foliage. This Carnation stands head and shoulders above anything else in its class.

Rooted Cuttings: \$1.00 per doz., \$6.00 per 100, \$50.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

CARNATIONS—Continued

GLORIOSA

Pure glistening pink in color with excellent habit, this new variety gives promise of becoming one of our leading varieties.

BONFIRE

Large, scarlet bloom. Plant strong and vigorous.

Rooted Cuttings: 75c. per doz., \$4.00 per 100, \$35.00 per 1000.

WHITE WINSOR

A pure white sport of Winsor.

BEACON

The best scarlet variety. Our stock is clean and vigorous, perfectly free from stem rot.

OCTOROON

Bright crimson in color; habit excellent; very free. Our best crimson variety.

Rooted Cuttings: 50c. per doz., \$3.50 per 100, \$30.00 per 1000.

WHITE WONDER

In character of bloom White Wonder is similar to White Perfection, but the plant shows greater strength and freedom of growth. Large pure white bloom, and well worthy of being considered one of our best commercial varieties.

MRS. C. W. WARD

In color a very pleasing shade of pink; slightly lighter than Mrs. Lawson. In growth and habit it is all that could be desired, being thrifty and clean, and making an abundance of flowering shoots. It is a variety that we can highly recommend.

DOROTHY GORDON

In habit and general characteristics, including color, this variety is similar to Rose Pink Enchantress, differing in that it has better keeping qualities and the color is more even.

MAY DAY

An excellent commercial variety. It is very free, and its even shade of pink is much desired.

WINSOR

Clear silvery pink in color; excellent commercial variety, but for best results should be grown inside or planted very early.

ENCHANTRESS

Our stock of this old standard shell pink is in excellent condition.

WHITE ENCHANTRESS

The pure white strain. For general use there is none better than White Enchantress.

WHITE PERFECTION

A worthy companion to White Enchantress, and a well-known variety. Perfection of bloom, combined with other good qualities, assures it a place.

Rooted Cuttings: 50c. per doz., \$3.00 per 100, \$25.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

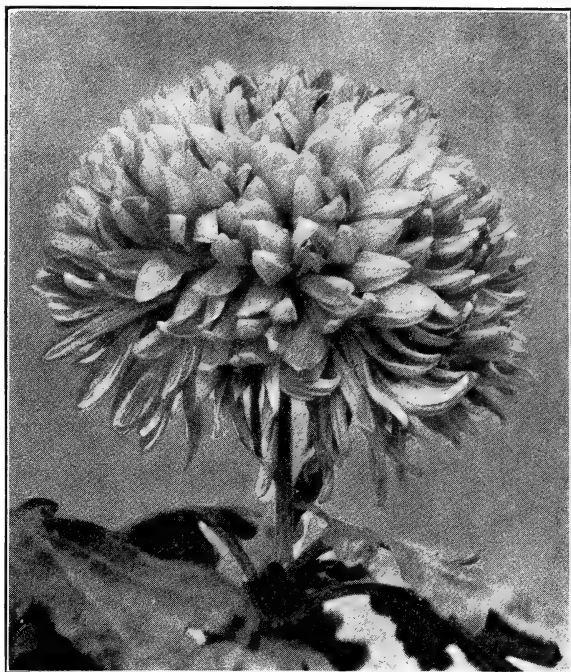
Plants from 2¼-inch pots: \$2.00 per 100 advance on prices quoted.

Chrysanthemum Introductions of 1912

Aug. Dasse (*E. G. Hill Co.*). A dwarf, stiff-stemmed commercial, ready November 1st. Very solid flower of extra keeping qualities, globular in form. Color intense yellow.

Harvard (*E. D. Smith & Co.*). Japanese reflexed; very dark crimson, and as it is in perfection Nov. 15th and later, it will be of special value to those who desire red Chrysanthemums for the closing days of the football season. Double from any bud, but we consider Sept. 5th best date. 3½ feet high.

Nontero (*E. D. Smith & Co.*). Commercial white of exceptional merit. Loosely incurved, perfect stem and foliage, maturing November 1st when good commercial whites are scarce. Four



Aug. Dasse

feet high. Best buds Sept. 5th; blooms from later buds have a slight tinge of pink in the center.

Mme. Corday (*E. G. Hill Co.*). A dwarf grower, about 3 feet. Takes bud Aug. 25th and blooms about Oct. 5th. Color rose pink, much deeper at base of petals; the form of the flower shows the color to the best advantage.

Hirondelle (*E. G. Hill Co.*). A big incurving variety with splendid stem and foliage. Clear pink in color, brightening into rosy lavender as it matures. Nov. 1st to Nov. 10th.

PRICES

Plants from 2¼-inch pots: 20c. each, \$2.00 per doz., \$10.00 per 100, \$90.00 per 1000.

Rooted Cuttings: 20c. each, \$2.00 per doz., \$7.00 per 100, \$60.00 per 1000.



Harvard

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

CHRYSANTHEMUMS

Choice Varieties, Including Introductions of 1911

Chrysolora (*E. D. Smith & Co.*)

This variety is about 15 days earlier than Col. Appleton, is of larger size, stronger stem, not so tall, and in color is intermediate between that variety and Major Bonnaillon. This, with its splendid keeping qualities, places it in the front ranks of the commercial sorts. Matured with us this season Oct. 7th to 15th.

Unaka (*E. D. Smith & Co.*). A strong grower with perfect stem and foliage; a fine incurved bloom of a pleasing shade of pink; matures the first week in October. These qualities place it foremost among the early pinks. In fact, there is no other good pink to compete with it at this date.



Chrysolora



Unaka

December Gem (*E. D. Smith & Co.*). Flowering season extends from the last of November to middle of December, according to date of buds. White with a slightly pink tinge. Ball shaped. Very stiff, wiry stem. Free and easy to grow.

Chas. Razer. The best commercial white of its date; flower much like Bonnaillon in form, but larger; pure snow white with a grand stem, and foliage as handsome as Eaton. A very easy doer; will become as widely grown as Bonnaillon and Eaton. Blooming date Nov. 1.

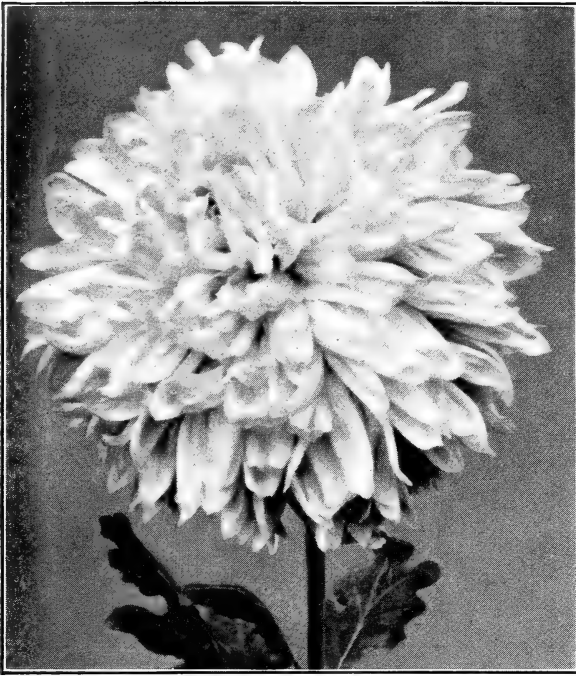
PRICES

Plants from 2¼-inch pots: 10c. each, \$1.00 per doz., \$5.00 per 100, \$40.00 per 1000.

Rooted Cuttings: 10c. each, \$1.00 per doz., \$4.00 per 100, \$30.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

CHOICE VARIETIES—Continued



December Gem—See page 15

Chadwick Supreme (A. N. Pierson, Inc.). It comes into bloom from Nov. 20th to Dec. 1st and a good late pink variety has been much needed. In color it is similar to Pacific Supreme, in form reflexed on Vivian Morel type, and in habit it is a duplicate of W. H. Chadwick, the variety from which it is a sport. Coming at this season Chadwick Supreme is very valuable to the commercial grower.

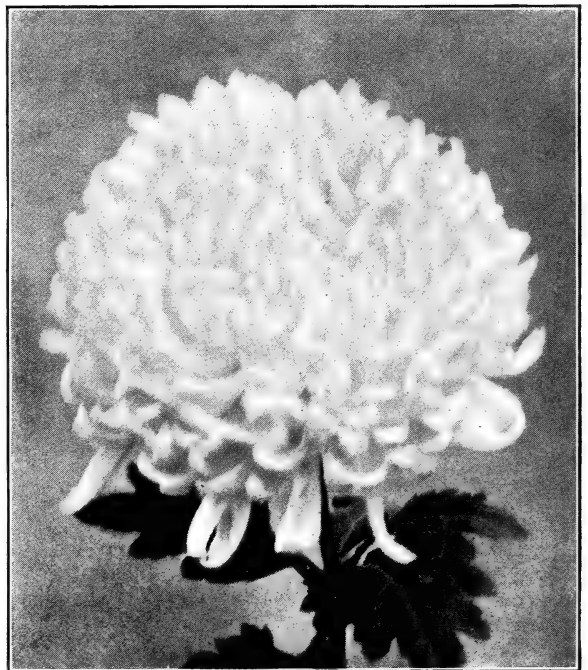
Thanksgiving Queen (E. D Smith & Co.). Very large, creamy white. Exceptionally strong stem; upright and sturdy in growth. Flower loosely built.

Wells' Late Pink. One of the best of the large pink varieties. Splendid habit with excellent foliage.

PRICES

Plants from 2¼-inch pots: 10c. each, \$1.00 per doz., \$5.00 per 100, \$40.00 per 1000.

Rooted Cuttings: 10c. each, \$1.00 per doz., \$4.00 per 100, \$30.00 per 1000.



Chas. Razer—See page 15

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

CHOICE VARIETIES—Continued



Chadwick Supreme—See page 16

Yellow Polly Rose. Clear yellow sport of Polly Rose, on which we have fixed the variety Valuable where head room is limited and an early yellow desired.

Yellow Touset. A sport of C. Touset. Bright clear yellow in color, originating with us in 1910.

PRICES

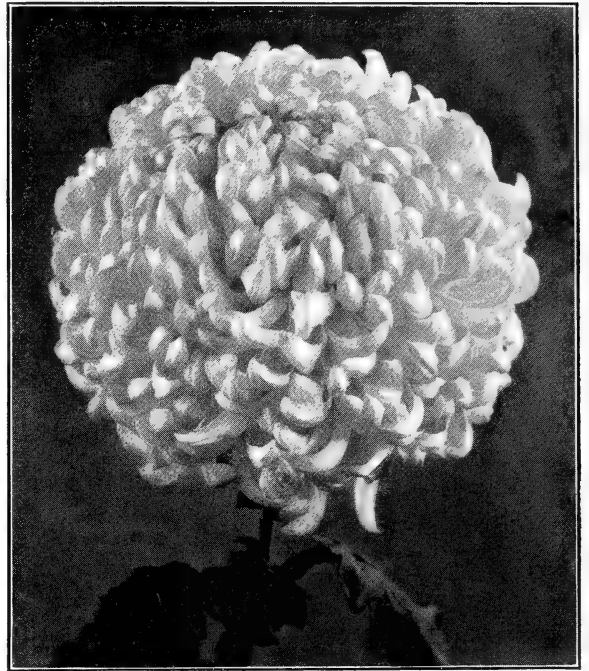
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[Rooted Cuttings: 10c. each, \$1.00 per doz., \$4.00 per 100, \$30.00 per 1000

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

CHOICE VARIETIES—Continued

Naomah (*E. D. Smith & Co.*). One of the best varieties of recent introduction. It is pure white in color and has perfect incurved blooms on long stems. A great improvement on Merza as it is easier to do and better in every way. Tall grower. Matures Oct. 25th to Nov. 1st.



Naomah



Yellow C. Tousef—See page 17

W. R. Brock. A fine pink for Thanksgiving or later; foliage up to the flower and stem perfect. The color is a lovely shade; has no bad tones. Strong, sturdy grower but a slow propagator.

Brutus. Golden bronze in color; dwarf. Excellent pot plant.

PRICES

Plants from 2¼-inch pots: 10c. each, \$1.00 per doz., \$5.00 per 100, \$40.00 per 1000.

Rooted Cuttings: 10c. each, \$1.00 per doz., \$4.00 per 100, \$30.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.



Early Snow

Choice Standard Varieties

White Varieties

Early Snow. Pure white in color, with perfect form and foliage; it is easily the best early white Chrysanthemum on the market.

Alice Byron. Midseason white. A general favorite owing to its purity of color.

Beatrice May. Usually classed as an exhibition variety; it is, however, a good commercial variety. Pure white in the earlier buds, but shows pink when later buds are taken.

Elise Papworth. Coming in at about the same date as Alice Byron, but in general characteristics it is stronger and heavier. In many characteristics it resembles Timothy Eaton. It is an easy variety to grow and gives general satisfaction.

Lynnwood Hall. A late white, noted for its purity of color.

Timothy Eaton. The standard by which white Chrysanthemums are judged. Strong and vigorous, with large white blooms, it has been the leader in its class for years.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

WHITE VARIETIES—Continued

- W. H. Chadwick.** For the markets that want select stock and for something that is better than the ordinary, this variety stands alone. Pinkish to a slight extent when grown cool, it is even more charming than when pure white. It can be had as late as December and can be made a paying proposition planted as late as July.
- Chadwick Improved.** Alike in all respects to W. H. Chadwick except in color. Absolutely pure white, and where purity of color is essential this variety is necessary.
- White Bonnaffon.** A pure white seedling of Major Bonnaffon.
- White Helen Frick.** The pure white sport of Helen Frick. Very late.
- Jeanne Nonin.** The last of the fancy Chrysanthemums are gone when this variety is ready. Massive white bloom of excellent type.

Yellow Varieties

- Comoleta.** Owing to its clear, bright color, and its perfect form, Comoleta has become a favorite. Its foliage is not heavy and it can be planted somewhat closer than the heavier varieties.
- Yellow Ivory.** A clear bright yellow sport of Ivory.
- Mrs. W. E. Kelley.** A clear yellow, maturing Oct. 25th to Nov. 1st. A clean grower and a favorite with the trade.
- Merry Jane.** Bright clear yellow in color; incurved type. Clean and vigorous in growth with a perfection of bloom that makes it a favorite. We do not hesitate to recommend planting this variety in quantity.
- Roman Gold.** Foliage and stem of excellent character for commercial use. The flower is finely formed and a deep rich yellow in color. Oct. 20th to Nov. 1st.
- Yellow Eaton.** Owing to its strong growth and large bloom, Yellow Eaton is a general favorite.
- Nagoya.** Perfect stem and foliage, combined with richness of color in the bloom and ease of culture, make Nagoya a safe variety to grow in quantity. It matures with us Nov. 20th. Reflex type.
- Dolly Dimple.** Clear yellow, large flower; excellent variety, maturing Nov. 25th to Dec. 1st.
- Golden Chadwick.** When high-class bloom are the object, this variety reigns supreme. Its rich yellow color, combined with the good characteristics of the Chadwicks, places it as the best late yellow.

Pink Varieties

- Winter Cheer.** A deep cerise pink in color; incurved compact bloom. Excellent stem and foliage. Matures Oct. 25th to Nov. 1st.
- Patty.** Just before Thanksgiving this variety comes to maturity following the old favorite, Maud Dean. The variety is remarkable for its excellent habit and handsome foliage. These good qualities, combined with excellent bloom, a pleasing shade of pink in color, make it, in our opinion, one of the best commercial varieties grown.
- Helen Frick.** A medium sized bloom that is valuable because of its lateness, this variety being the last of its color to come to maturity.

Red Varieties

Owing to the limited amount of this color which we plant, we do not carry a large stock. The selection we have to offer is the best of the commercial sorts in this color and we reserve the right to substitute unless instructions are given to the contrary.

J. H. SHRIMPTON MERSTHAM'S RED INTENSITY CULLINGFORDII

PRICES

Plants from 2¼-inch pots: 10c. each, \$1.00 per doz., \$4.00 per 100, \$30.00 per 1000.
Rooted Cuttings: 10c. each, \$1.00 per doz., \$3.00 per 100, \$20.00 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

General Collection of Commercial Varieties

White Varieties

EARLY

Smith's Advance. Pure white in color. Very early.

Polly Rose. An early variety; pure white; dwarf habit.

Ivory. An old standard for medium sized bloom.

C. Touset. One of the best of its season, but under certain conditions shows considerable pink, making it shell pink in color rather than pure white.

MIDSEASON AND LATE

Moneymaker. Pure white in color. Bloom very uniform in quality.

Mrs. Jerome Jones. An old standard. Pure white in color. Blooms the middle of November.

Yellow Varieties

EARLY

Golden Glow. This variety, owing to the ease with which it can be brought into bloom at a desired date, has become very popular. Clear yellow in color.

Robert Halliday. Clear yellow. Habit of growth excellent.

MIDSEASON AND LATE

Miss Georgiana Pitcher. Flowers of the Bonnaffon type and color. Valuable variety in its season. Oct. 20th.

Col. Appleton. A well-known variety.

Major Bonnaffon. The variety that is the standard for commercials. Safe to plant in quantity and probably more widely grown than any other Chrysanthemum. We have excellent stock and expect to be able to fill all orders, large or small.

Yellow Jerome Jones. Very late; medium sized bloom; good, clear yellow.

Pink Varieties

EARLY

Pacific Supreme. The most widely grown pink for commercial purposes. Matures Oct. 10th to 20th.

Glory of the Pacific. Dwarf habit; flowers good. Valuable where head room is lacking.

Pink Ivory. The pink sport of Ivory that can be handled in quantity where the smaller bloom are desirable.

MIDSEASON AND LATE

Mayor Weaver. Clear pink in color; easy of culture; blooms before Enguehard. Bloom similar to Maud Dean.

Dr. Enguehard. A variety that is always safe to plant. The habit of the plant is excellent and the flower all that could be desired.

Maud Dean. This old favorite with us follows Enguehard, and our planting of the variety is always heavy.

PRICES

Plants from 2¼-inch pots: 5c. each, 50c. per doz., \$3.00 per 100, \$25.00 per 1000.

Rooted Cuttings: 5c. each, 50c. per doz., \$2.00 per 100, \$17.50 per 1000.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.



Fairy Queen

Chrysanthemum Pompon Section New Pompons of 1912

Fairy Queen (*Hartje & Elder*). Comes into bloom October 25th. In the opinion of those who grow Pompons for commercial cut bloom this is the best pink Pompon in existence. Color clear bright pink. Wonderful producer; excellent form to flower and sprays.

Helen Newberry (*Pautke*). This new Pompon possesses so many excellent qualities that its popularity is immediately assured. It belongs to the large-flowering section; two inches in diameter, high, rounded flowers of the purest white, maturing Thanksgiving to Christmas, when most Pompons are gone. Good stem and excellent keeper. It is similar to Diana in flower but blooms later.

Plants from 2-inch pots: 10c. each, \$1.00 per doz., \$6.00 per 100, \$50.00 per 1000.

Commercial Pompons

Given in order of blooming

White—Nio, Queen of Whites, Baby Margaret, Lula, Diana.

Yellow—Overbrook, Merstham Tints, Baby, Quinola, Souvenir d'Or (Synonyms: Mrs. Frank Wilcox and Mrs. Beu).

Pink—Eleganta, Alena, Minta, Alma, Little Pet.

Bronze Yellow—Miss Julia, Allentown.

Red—Lyndhurst, Rufus, Lilla, Julia Lagravere.

PRICES

Plants from 2-inch pots: 5c. each, 50c. per doz., \$3.00 per 100, \$25.00 per 1000.

Not more than 3 varieties at the dozen rate; not more than 5 varieties at the 100 rate; 250 of a variety at the 1000 rate.



Mary Colladay

Pompon Anemones

Garza. The well-known white variety; considered the best in its class.

Mikado. Yellow. Double row of petals; Garza type.

Mary Colladay. Pink Anemone, resembling Garza in form.

PRICES

Plants from 2-inch pots: 5c. each, 50c. per doz., \$3.00 per 100, \$25.00 per 1000.

Fancy Varieties

King of Plumes. Grand for cutting in bunches. Golden yellow, of shining texture, very full and double; petals shortening toward center and each petal deeply notched; exquisitely beautiful. One of the most useful.

Miss Harvey. Produces beautiful sprays like very fine lace; color white, delicately tinted pink; it is frilled and notched until it seems transparent. A late variety.

PRICES

Plants from 2-inch pots: 10c. each, \$1.00 per doz., \$5.00 per 100.

CHRYSANTHEMUMS—Continued

Single Varieties

YELLOW

Merstham Jewel. Golden bronze with yellow points and center.

Kitty Bourne. Charming yellow; stiff stems.

Margaret Totty. Deep golden yellow, very large flower, splendid stiff stems. Easily the best yellow single variety in cultivation.

Emma L. Davis. Splendid stiff stemmed yellow. Most easily described by saying that it is a greatly improved Pretoria.

Mary Richardson. Salmon yellow; one of the most distinct.

Golden Star. Rich yellow. Bright orange disc; one of the best.

PINK

Ladysmith. Rich pink. Very free bloomer; dwarf habit.

RED

Miss Hilda Wells. Beautiful Tuscan red with a light yellow tinting at the base of the petals.

Ceddie Mason. Bright crimson; medium sized flowers and make wonderful display.

Sylvia Slade. Rosy garnet with broad pure white ring around the disc, as true as a Cineraria flower. The habit and freedom of flowering are superb.

PRICES

Plants from 2-inch pots:
10c. each, \$1.00 per doz., \$4.00
per 100, \$35.00. per 1000.

Not more than 3 varieties at the dozen rate; not more than 5 varieties at the 100 rate; 250 of a variety at the 1000 rate.



Mary Richardson

BEDDING PLANTS

COLEUS

Verschaffeltii. Standard crimson.

Firebrand. Bright maroon.

Golden Queen. Standard yellow.

Lord Palmerston. Dark maroon.

Queen Victoria. Cardinal red, with distinct golden border.

Beckwith's Gem. Center velvety maroon bordered with red; the edge green changing to a creamy yellow at the point of the leaf.

PRICES

Rooted Cuttings by express: 75c. per 100, \$7.00 per 1000.

Out of 2¼-inch pots in May: \$2.50 per 100, \$20.00 per 1000.

Golden Bedder. Golden yellow, the old original, true to name.

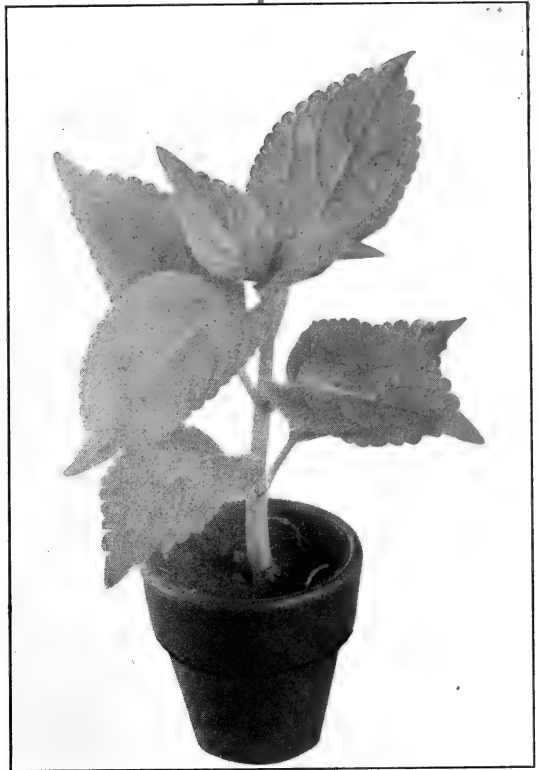
Hero. Very dark maroon.

Duneira. A magnificent Coleus. A fine, showy bedder, standing the sun as well as Verschaffeltii. In color it is a combination of various shades of crimson.

Beauty of Lyon. A combination of yellow and red. A very beautiful bedding variety.

Messey. Dwarf, pearl white and silver green.

Brilliancy. A combination of red and gold.



Coleus



Coleus

PRICES

Rooted Cuttings by express: \$1.00 per 100, \$8.00 per 1000.

Out of 2¼-inch pots: \$2.50 per 100, \$20.00 per 1000.

Less than 250 of a variety will be charged at the 100 rate.

FANCY VARIETIES

Fancy Varieties. A very fine assortment of twelve kinds not listed above. Either rooted cuttings or plants from 2¼-inch pots, our selection, 250 at the 1000 rate.

PRICES

Rooted Cuttings: \$1.00 per 100, \$8.00 per 1000.

Out of 2¼-inch pots: \$2.50 per 100, \$20.00 per 1000.

ACHYRANTHES

Brilliantissima. Light red; very brilliant.

Bimulleri. Light red, shading darker red at edge of the foliage.

Lindenii. Clear dark red foliage.

Formosa. Yellow.

Rooted Cuttings: \$1.50 per 100, \$12.00 per 1000.

Out of 2¼-inch pots: \$4.00 per 100, \$30.00 per 1000.

AGERATUM

Stella Gurney. Dwarf blue. Rooted Cuttings: 75c. per 100, \$7.00 per 1000.

Princess Pauline. A combination of blue and white in same flower. 75c. per 100, \$7.00 per 1000.

ALTERNANTHERA

Red and Yellow. Rooted Cuttings: 75c. per 100, \$6.00 per 1000. From 2¼-inch pots: \$2.00 per 100.

Jewell. Bright in color and very popular. Rooted Cuttings: \$1.25 per 100, \$10.00 per 1000. From 2¼-inch pots: \$2.50 per 100.

Brilliantissima. A valuable new Alternanthera, red and yellow in color, with broad leaf. Strong grower. Rooted Cuttings: \$1.00 per 100, \$10.00 per 1000. From 2¼-inch pots: \$2.50 per 100.

GERMAN IVY

Rooted Cuttings: 75c. per 100, \$7.00 per 1000. From 2¼-inch pots: \$2.50 per 100.

HELIOTROPE

Dark Blue Bedder. We are sending out only the best varieties of Heliotrope for bedding purposes. Rooted Cuttings: \$1.00 per 100, \$9.00 per 1000. From 2¼-inch pots: \$2.50 per 100, \$20.00 per 1000.

250, either plants or cuttings, at the 1000 rate.

Centefleur. Large flower type. Very showy. Excellent grower, and an extra fine variety. Rooted Cuttings: \$1.25 per 100, \$10.00 per 1000. From 2¼-inch pots: \$3.00 per 100, \$25.00 per 1000.

La Duse. Very heavy trusses of very dark blue flowers. Stocky grower. Very showy. Rooted Cuttings: \$2.00 per 100. From 2¼-inch pots: \$4.00 per 100.

25 of a variety at the 100 rate, 250 of a variety at the 1000 rate.

DWARF LANTANAS

Radiation. Plant semi-dwarf; brilliant red with orange-yellow center.

Reve Poitevine. A semi-dwarf variety; rose-colored flowers with white center.

Eole. Yellow, shading to bright Rose.

Snow Queen. A dwarf variety with snow-white bloom.

Ultima. Pure golden yellow.

PRICES

Plants from 2¼-inch pots: \$3.00 per 100. One variety, or assortment, if desired.

SALVIA

Boule de Feu. A grand dwarf bedding variety. Profuse bloomer, having extra heavy scarlet trusses. Rooted Cuttings: \$1.50 per 100, \$12.00 per 1000.

S. Splendens. Tall standard, one of the best. Rooted Cuttings: 75c. per 100, \$7.00 per 1000.

S. Bonfire. Medium dwarf; very good. Rooted Cuttings: 75c. per 100, \$7.00 per 1000.

S. Zurich. Dwarf; an excellent variety. Rooted Cuttings: 75c. per 100, \$7.00 per 1000.

S. Schenley. Medium dwarf; very highly colored. One of the best. Rooted Cuttings: 75c. per 100, \$7.00 per 1000.

Salvia of these varieties from 2¼-inch pots, April and later delivery: \$2.50 per 100, \$20.00 per 1000.

King of the Carpet. Very bright large trusses; medium dwarf in habit. Rooted Cuttings: \$1.50 per 100, \$12.00 per 1000. From 2¼-inch pots: \$3.50 per 100.

MISCELLANEOUS PLANTS

STEVIA. The dwarf variety only, this being the most profitable for commercial purposes. Rooted Cuttings, February and later: 75c. per 100, \$7.00 per 1000. From 2-inch pots: \$2.50 per 100, \$20.00 per 1000.

BOUVARDIA. For Winter flowering. Single white. From 2¼-inch pots: \$4.00 per 100, \$35.00 per 1000. 250 at the 1000 rate.

SMILAX. 2¼-inch pots: \$3.50 per 100, \$30.00 per 1000.

POINSETTIAS. Excellent plants from 2¼-inch pots: \$7.00 per 100, \$60.00 per 1000. July and later delivery.

SWAINSONA. Rooted Cuttings: \$2.00 per 100. From 2¼-inch pots: \$3.00 per 100.



Glory of Cincinnati

Gloire de Lorraine

BEGONIAS

GLOIRE DE LORRAINE

Strong, healthy plants, ready for May and later delivery.

2¼-inch pots, \$15.00 per 100, \$135.00 per 1000.

3-inch pots, 25.00 per 100, 200.00 per 1000.

4-inch pots, 35.00 per 100, 300.00 per 1000.

GLORY OF CINCINNATI

A new Begonia with large, heavy foliage. Flowers in abundance. An excellent Christmas plant.

Strong, healthy plants for June and later delivery.

2¼-inch pots: \$20.00 per 100, \$150.00 per 1000.

GARDENIAS

Our stock of Gardenias is in excellent condition. We can ship clean, healthy stock of excellent quality.

2¼-inch pots, \$7.00 per 100; 3-inch pots, \$12.00 per 100; 3-inch pots, selected, \$15.00 per 100.

Prices on larger sizes will be quoted on application.



Gardenia Veitchii in 2¼-in. pot

PALMS AND FERNS

ARAUCARIA EXCELSA

5-inch pots, 60c. each, \$7.00 per doz.
6-inch pots, \$1.25 each, \$15.00 per doz.

ARAUCARIA GLAUCA

5-inch pots, 75c. each, \$9.00 per doz.
6-inch pots, \$1.50 each, \$18.00 per doz.

ARAUCARIA COMPACTA

5-inch pots, \$1.00 each, \$12.00 per dozen.
6-inch pots, \$1.50 each, \$18.00 per doz.

ARECA LUTESCENS

5-inch pots, 3 plants in pot, 50c. each, \$6.00 per doz.
8-inch pots, nice bushy plants, 44 inches high, \$3.00 each.

KENTIA BELMOREANA

5-inch pots, 5 leaves, 15 inches high, 50c. each, \$6.00 per doz.
5-inch pots, 6 leaves, 20 inches high, 75c. each, \$9.00 per doz.
6-inch pots, 6-7 leaves, 22 inches high, \$1.00 each, \$12.00 per doz.

7-inch pots, 6-7 leaves, 26 inches high, \$1.50 each, \$18.00 per doz.

7-inch pots, 6-7 leaves, 32 inches high, \$2.00 each, \$24.00 per doz.

8-inch pots, 6-7 leaves, 38 inches high, \$3.00 each, \$36.00 per doz.

8-inch pots, made up plants, \$3.00 each, \$36.00 per doz.

Prices for large specimens on application.

KENTIA FORSTERIANA

5-inch pots, 20 inches high, 75c. each, \$9.00 per doz.

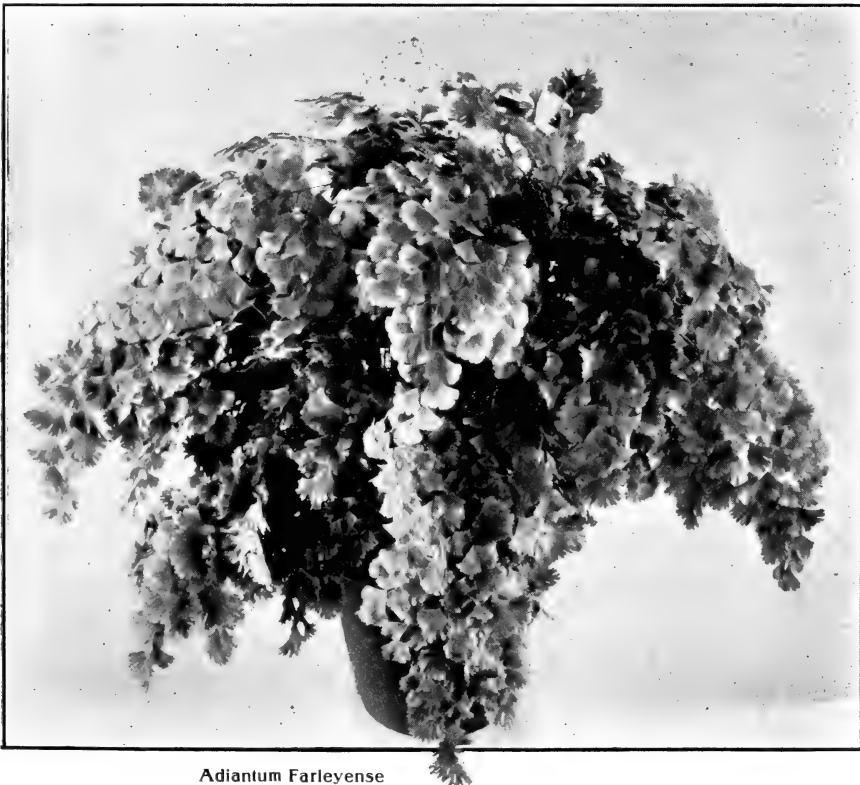
6-inch pots, 28 inches high, \$1.00 each, \$12.00 per doz.

7-inch pots, 34 inches high, \$1.50 each, \$18.00 per doz.

8-inch pots, made up plants, 3 in a pot, 36 inches high, \$3.00 each, \$36.00 per doz.

PHOENIX ROEBELENI

7-inch pots, 20 inches high, 24-inch spread, \$2.50 each.



Adiantum Farleyense



Kentia Belmoreana (Made-up Plants)—See page 29



Kentia Belmoreana (6-inch pots)—See page 29

PALMS AND FERNS—Continued

COCOS WEDDELLIANA

3-inch pots, 15c. each, \$1.80 per doz.

FICUS ELASTICA

(August and later delivery)

5-inch pots, 40c. each, \$4.50 per doz.,
\$35.00 per 100.

6-inch pots, 50c. each, \$6.00 per doz.

FICUS PANDURATA

From \$1.00 to \$4.00 each.

PANDANUS VEITCHII

5-inch pots, 75c. each, \$9.00 per doz.

6-inch pots, \$1.00 each, \$12.00 per doz.

CIBOTIUM SCHEIDEI

7-inch pots, \$2.00 each.

8-inch pots, \$2.50 each.

ADIANTUM FARLEYENSE

4-inch pots, 50c. each, \$6.00 per doz.

5-inch pots, 75c. each, \$9.00 per doz.

6-inch pots, \$1.00 each, \$12.00 per doz.

6-inch pots, selected, \$1.50 each, \$18.00
per doz.

6-inch pots, extra selected, \$2.00 each,
\$24.00 per doz.

ADIANTUM CROWEANUM

3-inch pots, \$10.00 per 100.

4-inch pots, 15c. each, \$1.80 per doz.

6-inch pots, 35c. each, \$4.00 per doz.

7-inch pots, 50c. each, \$6.00 per doz.

ADIANTUM CUNEATUM

3-inch pots, 75c. per doz., \$6.00 per 100.

NEPHROLEPIS WHITMANI

6-inch pans, 50c. each, \$6.00 per doz.

BOSTON FERNS

(September delivery)

5-inch pots, 35c. each, \$4.00 per doz.

6-inch pans, 50c. each, \$6.00 per doz.

7-inch pans, 75c. each, \$9.00 per doz.

8-inch pans, \$1.00 each, \$12.00 per doz.

CATTLEYAS

The following list of Cattleyas which we are offering to our customers are well established plants in excellent condition. We do not offer newly imported plants; the prices quoted for each flowering lead being the fairest and only just method of valuing a Cattleya.

Gaskelliana. June and July. Purple lip, petals and sepals rose-flushed. Plants from 5 and 6-inch pots, \$1.25 per flowering lead.

Gigas (*Sanderiana*). June and July. Flowers large. Petals and sepals dark rose color. Lip magenta purple. Plants from 5 and 6-inch pots, \$1.75 per flowering lead.

Gigas (*Hardyana*). July. The later flowering Gigas. Plants from 5 and 6-inch pots, \$1.75 per flowering lead.

Mendelii. May. Flowers varying in color from white to light pink. Lip crimson purple. Plants from 5 and 6-inch pots, \$1.25 per flowering lead.

Mossiae. April and May. Flowers large, but vary in color. Plants from 5 and 6-inch pots, 75c. per flowering lead.

Schroederae. March and April. Flowers resemble Trianae in form, but usually light colored with yellow throat. Plants from 5 and 6-inch pots, \$1.00 per flowering lead.

Speciosissima. Mostly in Winter. Large flower, rose color, with richly colored lip. Plants from 5 and 6-inch pots, \$1.50 per flowering lead.

Trianae. December and January. The most widely grown of the Cattleya family, and the best known. Plants from 5 and 6-inch pots, \$1.00 per flowering lead. Specimen plants up to \$20.00 each.

CYPRIPEDIUM

Insigne. The best-known of this family. Excellent plants well established. Plants 75c. to \$1.50 each.



Cattleya Gigas

CATTLEYAS—Continued

DENDROBIUM

Nobile. March. Flowers usually light rose in color. Very popular. Prices according to quality and size. Plants \$3.00 to \$5.00 each.

Thyrsiflorum. Spring. Flowers in large, drooping clusters. Flower white with golden-orange lip. Plants \$3.00 to \$5.00 each.

ODONTOGLOSSUM

Crispum. Large white flowers on many-flowered spikes. 3 to 4-inch pots. Plants \$2.00 to \$4.00 each.

ONCIDIUM

Varicosum. One of the most useful Orchids for decorative purposes. An abundance of yellow flowers on long spikes. 4 to 5-inch pots. Plants \$1.50 to \$3.00 each.

ASPARAGUS

Asparagus Hatcheri. As a grower Asparagus Hatcheri is coming up to our last season's prediction in making more green to the square foot than any other variety you can grow. Its dainty foliage and lasting qualities make it a general favorite.

Plants from 2¼-inch pots: \$1.25 per doz., \$7.00 per 100, \$60.00 per 1000.

Plants from 3-inch pots: \$1.50 per doz., \$12.00 per 100, \$100.00 per 1000.

Asparagus Sprengeri. Excellent plants with well developed crowns.

Plants from 2¼-inch pots: \$3.50 per 100, \$30.00 per 1000.

Plants from 3-inch pots: \$6.00 per 100, \$50.00 per 1000.

Asparagus Plumosus Nanus. Our stock of this well-known variety is always large. Our plants are nicely grown, well colored, and suitable for all kinds of uses.

Plants from 2¼-inch pots: \$3.50 per 100, \$30.00 per 1000.

Plants from 3-inch pots: \$6.00 per 100, \$50.00 per 1000.

Plants from 4-inch pots: \$10.00 per 100.

SEEDLINGS

We make a specialty of Seedlings of both Asparagus Plumosus Nanus and Asparagus Sprengeri, and can fill orders for large quantities.

Asparagus Plumosus Nanus. \$1.00 per 100, \$10.00 per 1000.

Asparagus Sprengeri. 75c. per 100, \$5.00 per 1000.

FLORISTS' SUPPLIES

The following are offered from our storehouse, being the goods used by us and which we buy in sufficient quantity to insure our having on hand an adequate supply to take care of our own demands and the requirements of our customers.

MAGIC HOSE

¾-inch, 2-ply with couplings.
\$5.00 per 25-foot length.

NICO-FUME LIQUID

Gallon cans only. \$10.50 per gal.

APHINE

Gallon cans only. \$2.50 per gal.

FLORIST TWINE OR SILKALINE

Pound boxes, 8 spools to the box.
Per box, 75c.

SPHAGNUM MOSS

Seven barrels to the bale. Per bale, \$2.50.



BRONZE GALAX LEAVES

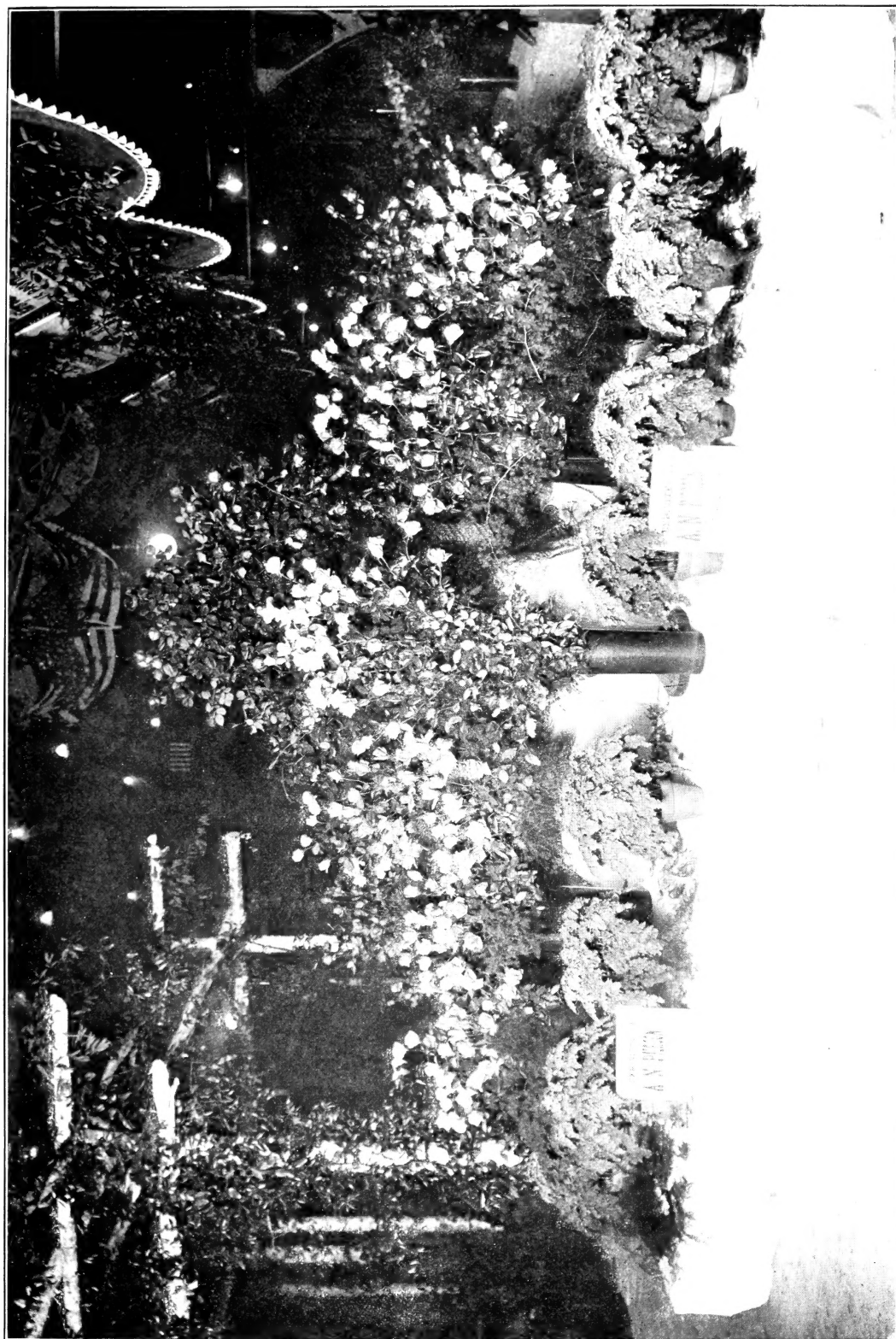
Per 500, 60c.; per 1000, \$1.00; per case, \$7.50.

BRONZE MAGNOLIA LEAVES

Per hamper, \$2.50.

WIRE DESIGNS

In small quantities we ship direct from our storeroom. In large quantities direct from our manufacturer. Prices on application.



First Prize Display of Cut Roses, Detroit, Mich., 1912

ROSES — CARNATIONS
CHRYSANTHEMUMS
BEDDING STOCK PALMS ^{AND} FERNS



A. N. PIERSON, INC.
CROMWELL, CONN.